

Message Text

UNCLASSIFIED

PAGE 01 GEORGE 00580 221413Z
ACTION ARA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----221416Z 039332 /46
R 221320Z MAR 77
FM AMEMBASSY GEORGETOWN
TO USDOC WASHDC
INFO SECSTATE WASHDC 4371

UNCLAS GEORGETOWN 0580

COMMERCE FOR BEATRICE LOUCAS, EXPORT INFORMATION SERVICES

E.O. 11652: N/A
TAGS: BDIS, GY
SUBJECT: HELICOPTER MAINTENANCE: BELL HELICOPTER CORP.,
BOX 482, FORT WORTH, TEXAS 76101

1. LAST YEAR GOG PURCHASED OVER US\$5 MILLION WORTH OF BELL
HELICOPTERS AND SPARE PARTS. MR. LARRY GILLESPIE, AMERICAN
CITIZEN AVIATION CONSULTANT TO THE GOG, HAS INFORMED EMBASSY
THAT BELL HAS NOT PROVIDED MAINTENANCE ASSISTANCE AS ITS
REPRESENTATIVE AGREED TO PRIOR TO THE SALE.

2. PRIOR TO SIGNING CONTRACT, VERBAL AGREEMENT WAS ALLEGEDLY
REACHED BETWEEN GOG REPRESENTATIVES AND BELL WHEREBY LATTER WOULD
PROVIDE HELICOPTER MAINTENANCE TRAINING FOR 90 DAYS. MR. GILLESPIE,
WHO HAD INFLUENCED GOG TO BUY FROM BELL RATHER THAN BRITISH
OR FRENCH FIRMS AND PARTICIPATED IN THE NEGOTIATIONS FOR THE
PURCHASE, SAID BELL IS NOT LIVING UP TO ITS AGREEMENT. ONLY
ONE BELL REPRESENTATIVE HAS VISITED GUYANA. LATTER WAS NOT
AWARE OF 90-DAY MAINTENANCE TRAINING AGREEMENT AND STAYED
ONLY A WEEK THEN RETURNED AGAIN FOR A FEW DAYS.
GILLESPIE SAID THAT CLAUDE WORRELL IN GUYANA'S EMBASSY
ALSO PARTICIPATED IN THE TALKS WITH BELL AND COULD CONFIRM
THAT 90-DAY MAINTENANCE TRAINING WAS PROMISED.

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PAGE 02 GEORGE 00580 221413Z

3. GILLESPIE NOTED THAT BRITISH HAVE PROVIDED BOTH MAINTENANCE
AND FLIGHT INSTRUCTOR FOR ONE AURO 748 PURCHASED BY
GOG. HE FEARS THAT THE BRITISH WILLINGNESS TO PROVIDE MORE
FOLLOW-UP AND SERVICE FOR ONE HELICOPTER THAN BELL HAS DONE
FOR THREE HELICOPTERS WILL UNDERCUT BELL'S FUTURE COMPETITIVENESS
IN GUYANA'S MARKET. HE ALSO STATES THAT ONCE GUYANA'S
CURRENT ECONOMIC DIFFICULTIES ARE OVER, THE GOG WILL BE IN

THE MARKET FOR MORE HELICOPTERS BECAUSE HELICOPTER WILL
BE A KEY TOOL OF GOG IN DEVELOPING GUYANA'S INTERIOR, DUE
TO LACK OF A ROAD NETWORK AND THE MASSIVE COSTS INVOLVED
IN BUILDING ROADS THROUGH FORESTS AND JUNGLE.

4. REQUEST USDOC CONTACT BELL OFFICIAL RE GILLESPIE
COMPLAINT.
BLACKEN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Executive Order: N/A
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Original Classification: UNCLASSIFIED
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Review Withdrawn Fields: n/a
SAS ID: 3038494
Secure: OPEN
Status: NATIVE
Subject: HELICOPTER MAINTENANCE: BELL HELICOPTER CORP., BOX 482, FORT WORTH, TEXAS 76101
TAGS: BDIS, GY
To: COM
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